



## **Xiaomi Corporation**

**Q1 2022 Results Announcement** 

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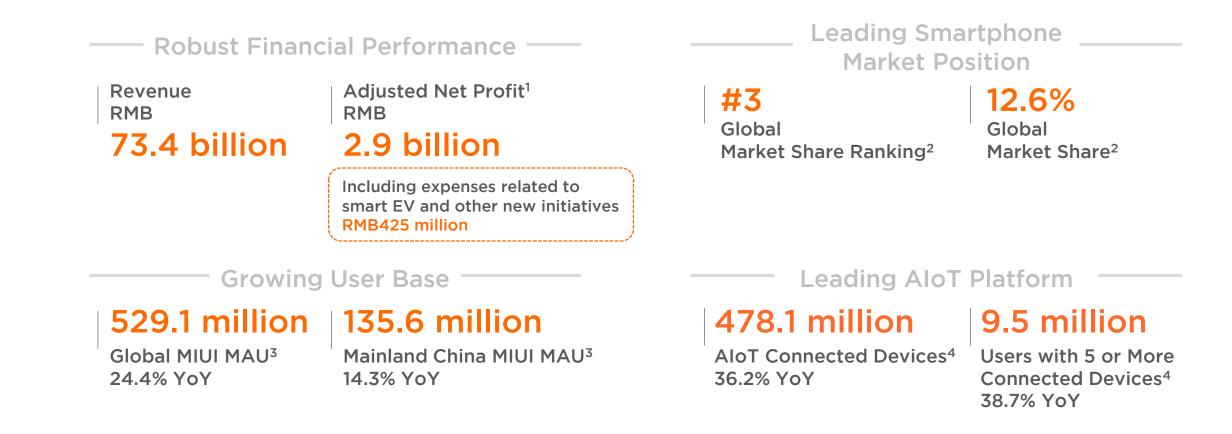
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### Q1 2022 Overall Performance





<sup>1</sup> Defined as profit for the period, as adjusted by adding back (i) share-based compensation, (ii) net fair value changes on investments, (iii) amortization of intangible assets resulting from acquisitions, (iv) changes of value of financial liabilities to fund investors, and (v) income tax effects of non-IFRS adjustments

<sup>2</sup> According to Canalys, by shipments in Q1 2022

<sup>3</sup> In March 2022

<sup>4</sup> As of March 31, 2022, excluding smartphones, laptops and tablets

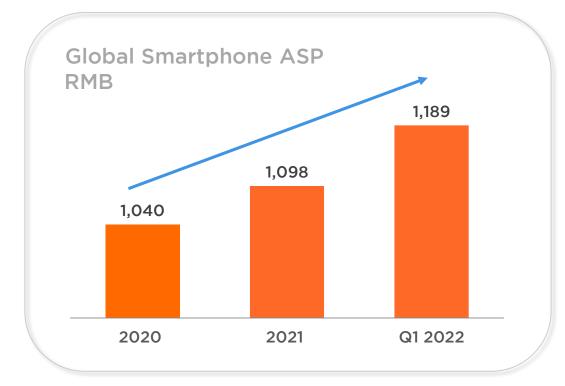
#### Smartphone Shipments Ranked No.3 Globally in Q1 2022



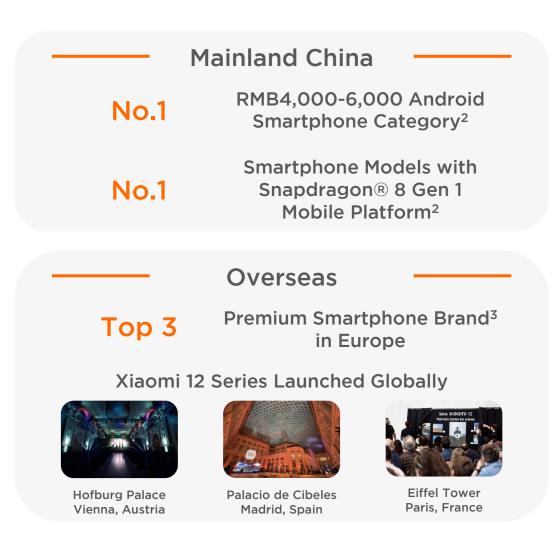
Vendor	Q1 2022 Shipments (Million Units)	Q1 2022 Market Share	Shipments YoY Growth
Samsung	73.7	23.7%	-3.7%
Apple	56.5	18.2%	7.8%
Xiaomi	39.2	12.6%	-19.8%
OPPO	29.0	9.3%	-26.7%
vivo	25.1	8.1%	-30.2%
Others	87.7	28.1%	-7.0%
Total	311.2	100.0%	-10.5%

#### **Strengthened Premium Smartphone Position**





Premium smartphone<sup>1</sup> shipments reached ~4 million units globally in Q1 2022



<sup>1</sup> Smartphones with retail prices at or above RMB3,000 in mainland China and EUR300, or equivalent, in overseas markets

<sup>2</sup> By shipments in Q1 2022 in mainland China, according to third-party data

<sup>3</sup> By shipments in Q1 2022 of smartphones with retail prices at or above USD350, or equivalent, according to Canalys

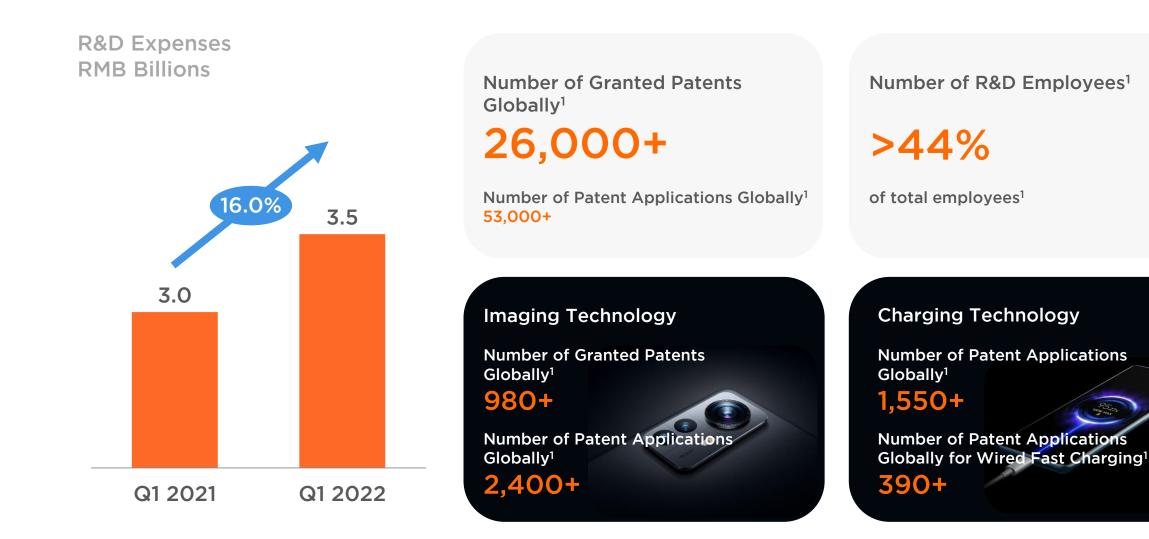
#### **Top-ranked Smartphone Performances**





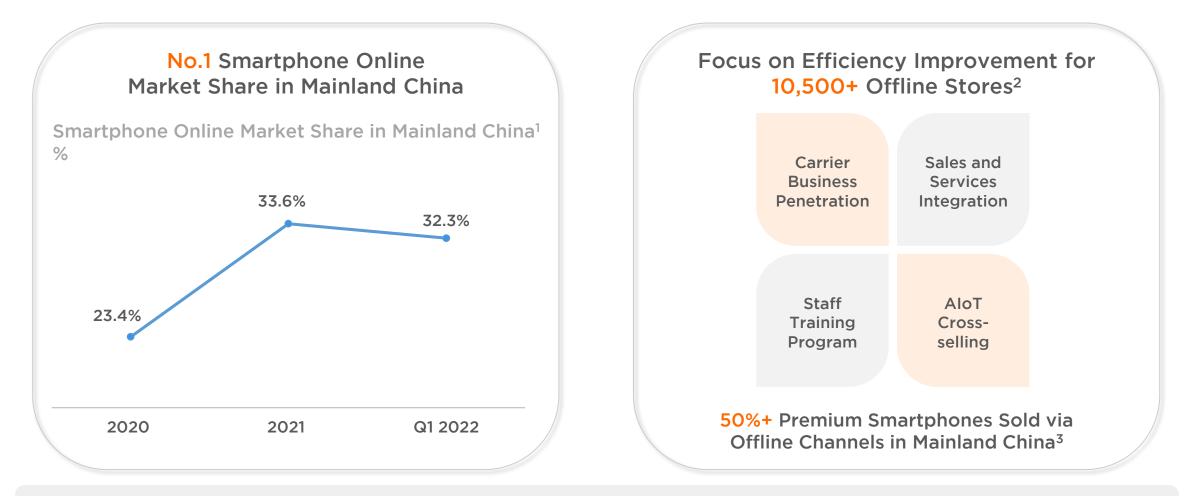
#### R&D Expenses Reached RMB3.5 billion in Q1 2022





### Continued to Strengthen New Retail Strategy in Mainland China





Launched Partnership with Meituan Instashopping to Offer On-demand Delivery Services Covering 3,000+ Stores in 276 Cities<sup>4</sup>

<sup>2</sup> As of March 31, 2022

<sup>3</sup> By shipments in Q1 2022 in mainland China, according to third-party data. Premium smartphones are smartphones with retail prices at or above RMB3,000 in mainland China

<sup>4</sup> As of March 2022

<sup>&</sup>lt;sup>1</sup> By shipments in Q1 2022 in mainland China, according to third-party data



# Smartphones

Supply Chain Constraints, COVID-19 and Macroeconomic Headwinds, Mitigated by Strong ASP Growth

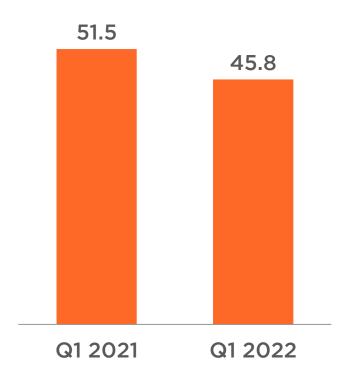
In Q1 2022

Smartphone revenue reached RMB45.8 billion, affected by supply chain constraints, COVID-19 and macroeconomic headwinds

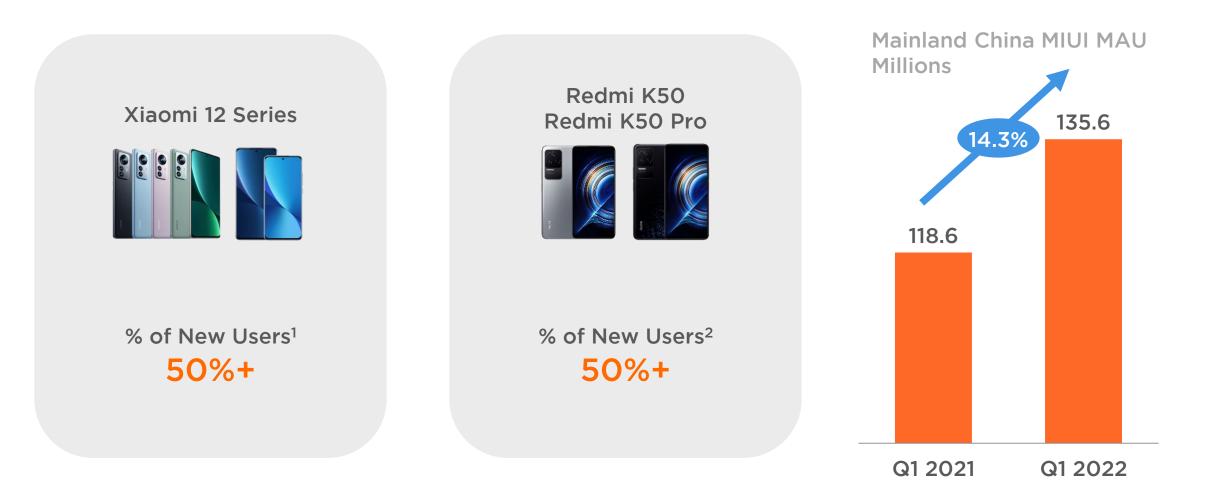
Smartphone shipments reached 38.5 million units

ASP reached RMB1,189, up 14.1% YoY

Smartphone Revenue RMB Billions



#### New Flagship Smartphones Attracted New Users



<sup>1</sup>Based on Xiaomi 12 series, including Xiaomi 12, Xiaomi 12 Pro and Xiaomi 12X. From product sales launch on December 31, 2021 to May 15, 2022; new user is defined as first-time Xiaomi user or returning user after a period longer than 30 days, based on internal data since June 1, 2018

<sup>2</sup> From product sales launch on March 22, 2022 to May 15, 2022; new user is defined as first-time Xiaomi user or returning user after a period longer than 30 days, based on internal data since June 1, 2018

#### Xiaomi CIVI 1S: Continued to Attract Fashion-conscious Users



### XIOONI CIVI 15 寿政的

- Fashionable and colorful design with light weight
- Beauty-mode camera, equipped with eyetracking algorithm
- Enhanced user experience in smoothness, display and battery life

% of New Users<sup>1</sup> 50%+



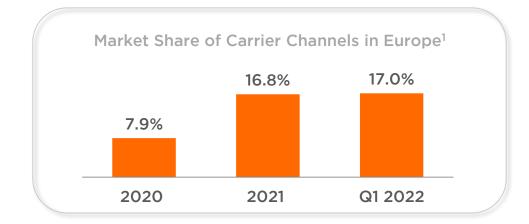


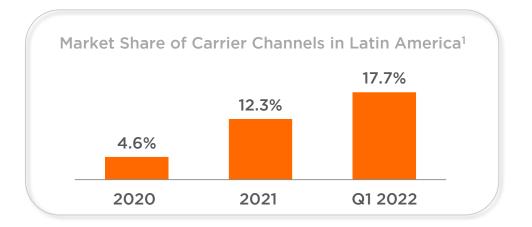
#### Leadership Across All Major Markets





### **Continued Expansion of Overseas Carrier Markets**





Overseas Smartphone Shipments Through Carrier Channels in Q1 2022<sup>2</sup> Over 5.7 million Units

YoY Growth 10%+

Smartphone Shipments Through Carrier Channels<sup>1</sup> in Q1 2022

> Top 3 in 38 Overseas Markets



## AIOT

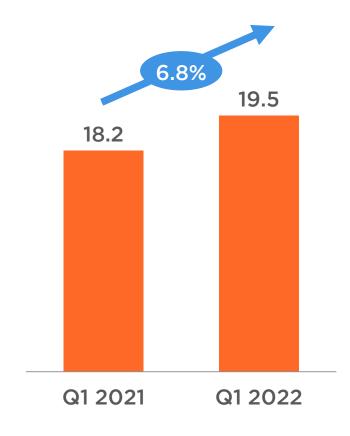
#### Record High IoT and Lifestyle Products Gross Margin



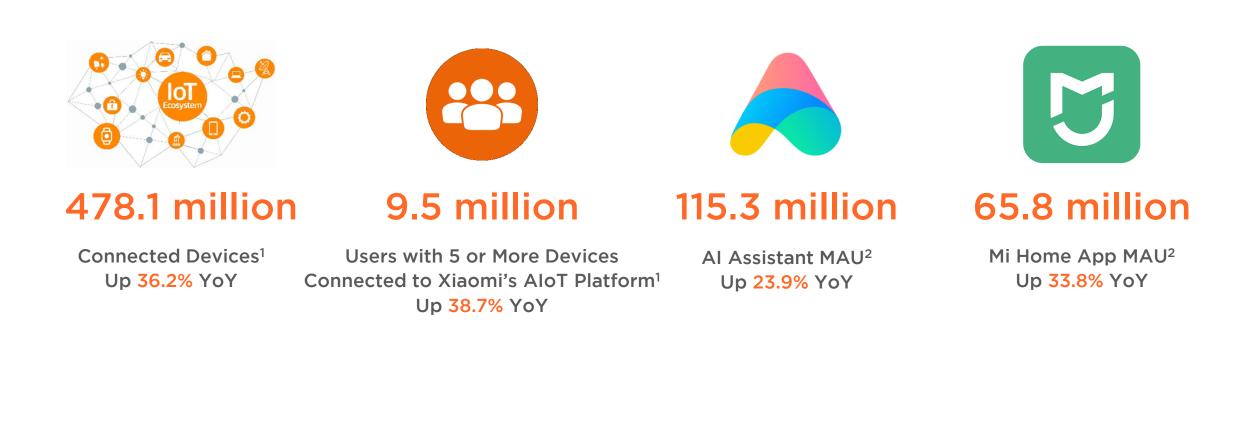
IoT and Lifestyle Products Revenue RMB Billions

In Q1 2022, IoT and lifestyle products revenue reached RMB19.5 billion, up 6.8% YoY

IoT and lifestyle products gross margin reached 15.6% in Q1 2022, up 1.1% YoY, a record high

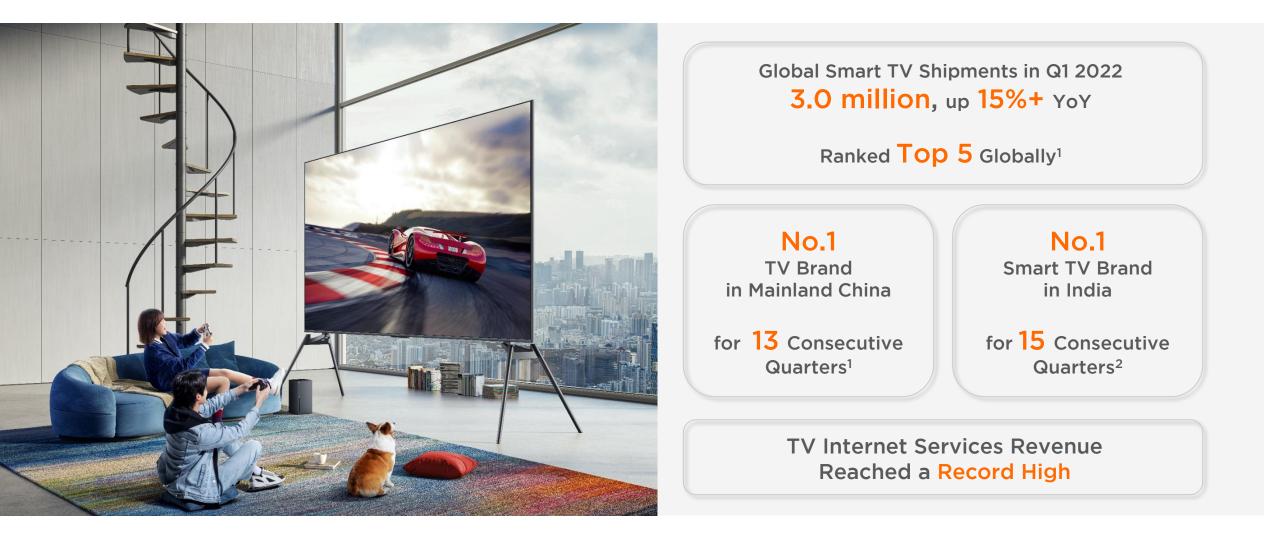


#### **Global Leading Consumer AIoT Platform**

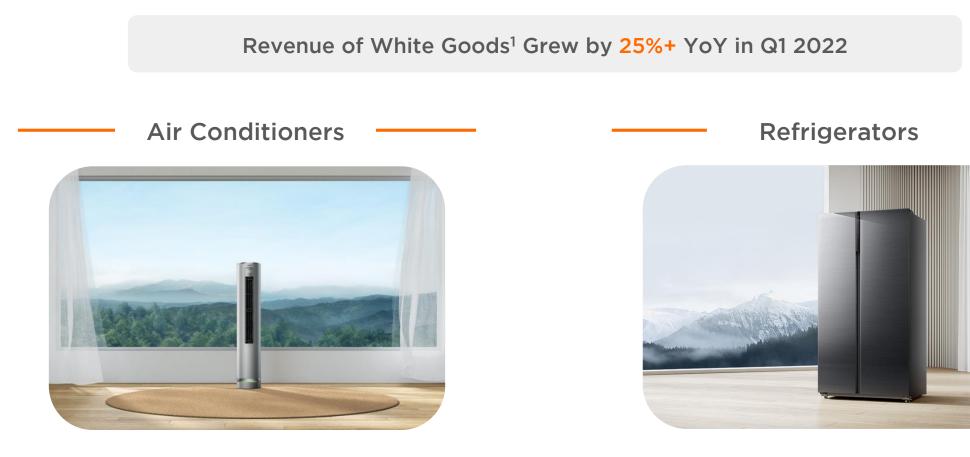


#### Smart TV: Maintained Leadership in Mainland China



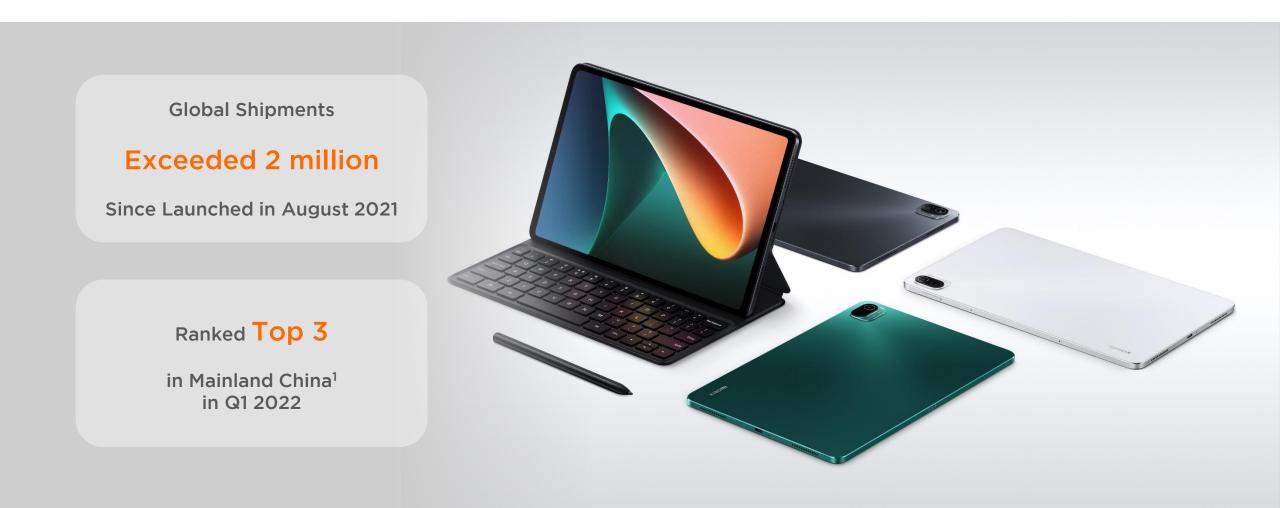


#### White Goods: Continued to Penetrate High-end Market



Smart Air Conditioner with Ventilation Vertical 3 HP<sup>2</sup> Equipped with an industry-leading airflow rate Priced at RMB7,299 Mijia 630L Super Refrigerator Crystal Edition Offering a large capacity of 630 liters, a low noise experience and high energy efficiency Priced at RMB4,299

#### Pad: Xiaomi Pad 5 Series Well Received Globally



#### Wearables: Leading Brand Globally and in Mainland China

## Redmi / 原神



**TWS** 

Global Shipments<sup>1</sup>

**No.3** 

Mainland China Shipments<sup>1</sup>

**No.2** 







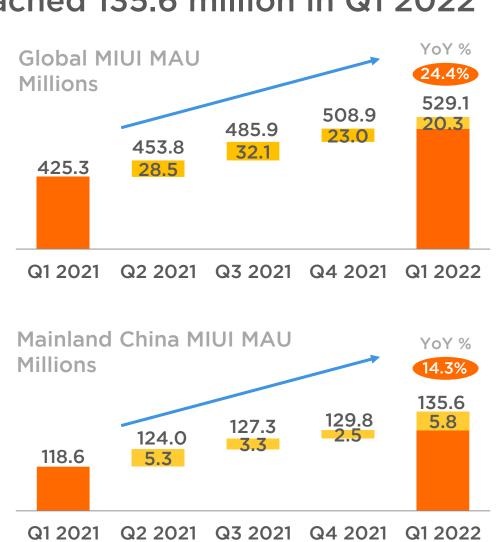
# Internet Services

### Global MIUI MAU Reached 529.1 million and Mainland China MIUI MAU Reached 135.6 million in Q1 2022

Global MIUI MAU<sup>1</sup> reached 529.1 million, a record high, YoY growth of 103.8 million

Mainland China MIUI MAU<sup>1</sup> reached 135.6 million, a record high, YoY growth of 17.0 million

Global TV MAU<sup>2</sup> exceeded 50 million



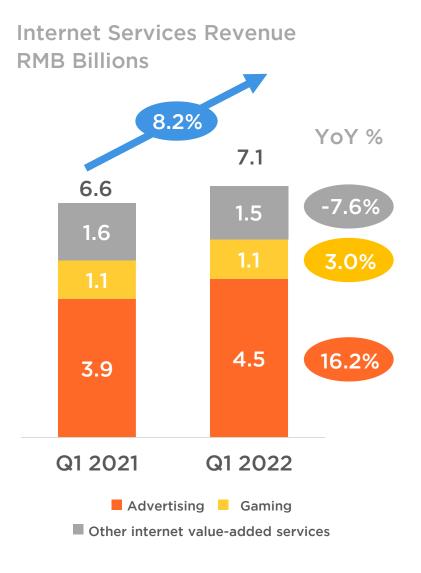
#### Internet Services Revenue Maintained Robust Growth



In Q1 2022, internet services revenue reached RMB7.1 billion, up 8.2% YoY

Advertising revenue increased by 16.2% YoY

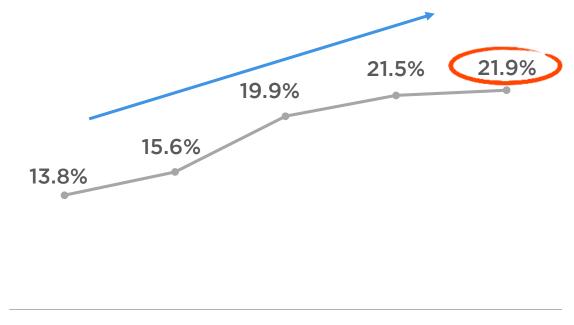
Gaming revenue maintained continuous growth YoY



#### Overseas Internet Services Revenue Contribution Percentage Reached Record High

Overseas internet services revenue reached RMB1.6 billion, up 71.1% YoY in Q1 2022, accounting for 21.9% of total internet services revenue, a record high

Western Europe MIUI MAU<sup>1</sup> increased 60%+ YoY and Latin America MIUI MAU<sup>1</sup> increased 70%+ YoY Overseas Internet Services Revenue as % of Total Internet Services Revenue



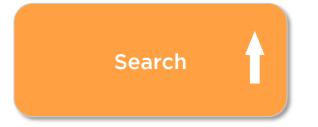
Q1 2021 Q2 2021 Q3 2021 Q4 2021 Q1 2022

### Multiple Monetization Engines Driving Advertising Revenue Growth



Performance-based and Brand Ads

- Mainland China revenue maintained stable YoY growth thanks to our diversified customer base and higher monetization efficiency
- Stronger capability of content and service operations in overseas markets led to record high overseas revenue



- Mainland China revenue increased YoY due to a number of hot topics including Winter Olympics
- Overseas revenue reached a record high as a result of improved monetization capability and growing overseas MIUI MAU

#### **Pre-installation**

- Mainland China revenue decreased YoY due to lower smartphone shipments
- Overseas revenue grew YoY, as we continued to expand our partnership in overseas markets such as Europe, Latin America and South East Asia

#### Growth in TV Internet Services Revenue in Mainland China



Q1 2022 TV Internet Services Revenue Accounted for ~15% of Total Internet Services Revenue in Mainland China



No.1 TV Brand in Mainland China Entails Significant Monetization Opportunities TV VAS<sup>1</sup>

Q1 2022 TV VAS<sup>1</sup> revenue reached a record high

Strategic collaboration with various content providers

Enriched user scenarios such as sports, kids, family, etc.

✓ 5.5 million TV paid subscribers<sup>2</sup>

TV Ads

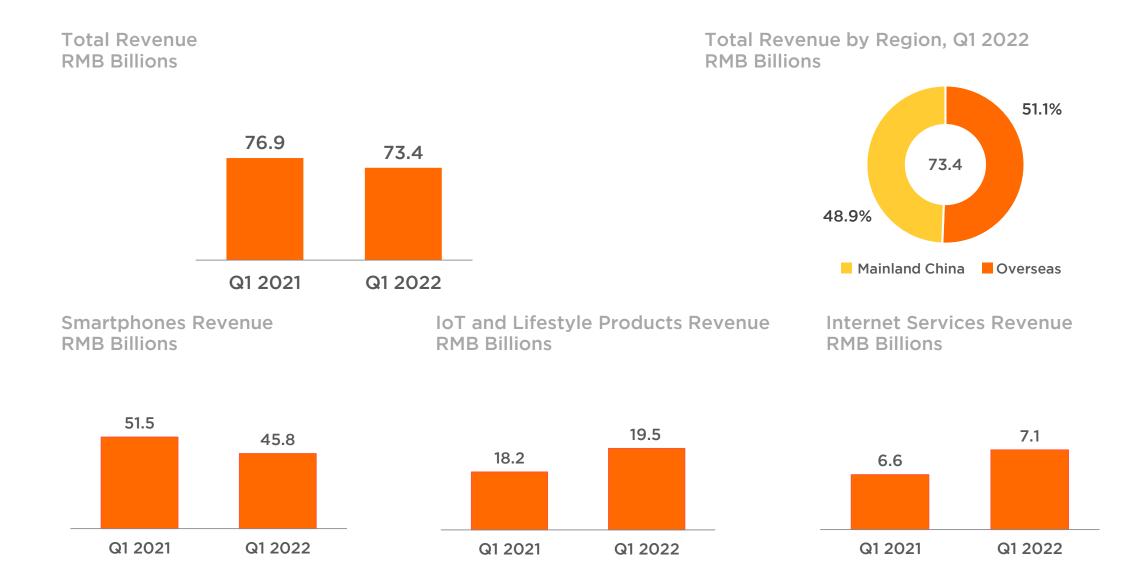
Q1 2022 TV ads revenue reached a record high

 Mainly driven by brand ads of luxury goods and high-end automobiles



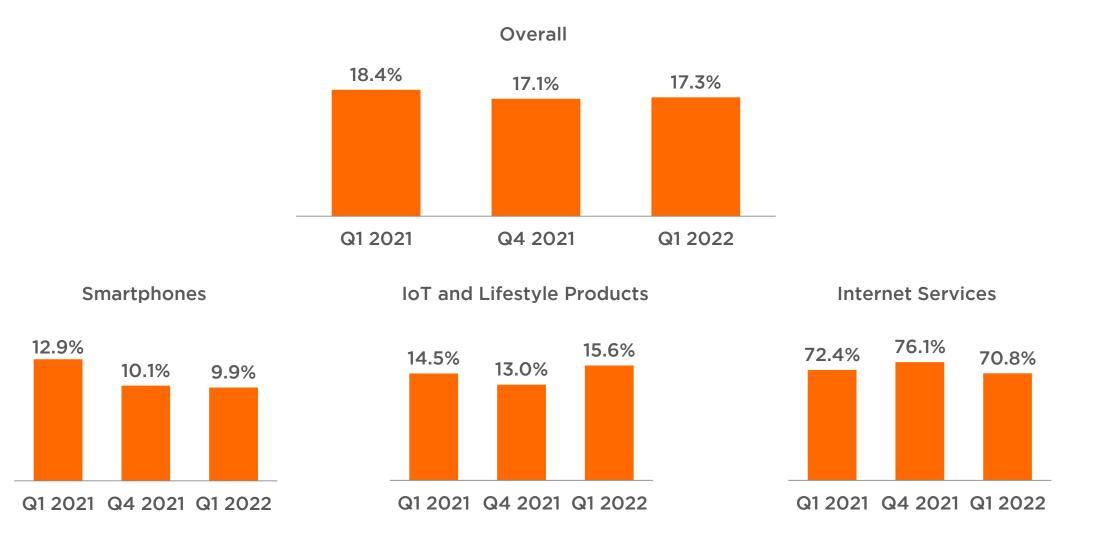
# Financials

#### **Quarterly Revenue by Region and Segment**



30

### **Quarterly Gross Margin by Segment**

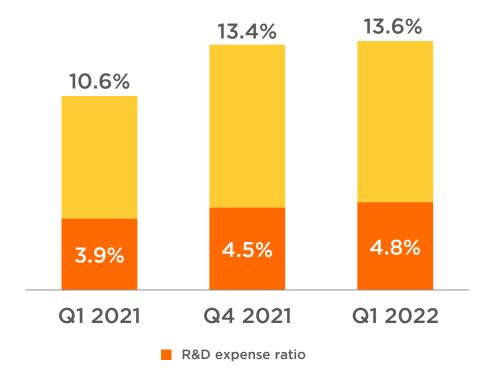


#### Continue to Invest in R&D



**Operating Expense Ratio** 

Operating expense ratio was 13.6% in Q1 2022 with increased investment in R&D, including expenses related to smart EV and other new initiatives of RMB425 million



#### Streamlined Business Units to Drive Business Synergies and Improve Operating Efficiency



#### **Strong Cash Position**

Cash Resources<sup>1</sup>

2020

2021



95.0

Q1 2022

 RMB Billions

 108.0
 106.0

 Our cash resources reached approximately
 Image: Comparison of the second second

<sup>1</sup> Including (i) cash and cash equivalents, (ii) restricted cash, (iii) short-term bank deposits, (iv) short-term investments measured at fair value through profit or loss, (v) short-term investments measured at amortized cost and (vi) long-term bank deposits



## ESG

#### 2021 ESG Report Published (4<sup>th</sup> Consecutive Year)



#### ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

#### About the Report

This is the 4<sup>th</sup> Environmental, Social and Governance [ESG] Report published by Xiaomi Corporation ['Xiaomi," the 'Group,' the 'Company,' or 'we']. This Report sets out to present, on an objective and fair basis, the ESG performance of Xiaomi Corporation and its subsidiaries in 2021. The Report was prepared in compliance with the disclosure requirements of the Environmental, Social and Governance Reporting Guide [the 'ESG Guide' or 'the Guide'] as depicted in Appendix 27 of The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, published by The Stock Exchange of Hong Kong Limited [the 'Hong Kong Stock Exchange], and in reference with the Core Option of the Global Reporting Initiative (BRI) Sustainability Reporting Standards, the Hardware – Sustainability Accounting Standard of the Sustainability Accounting Standards Board [SASB], and the Recommendations of the Task Force on Climate-related Financial Disclosures ITCFD]. It is recommended that this Report is read in conjunction with the section Ittle' Corporate Governance Report' as contained in the Group's Annual Report.

In preparation for the Report, we strove to ensure that the information disclosed herein follow the four reporting principles, namely, materiality, quantitative, balance and consistency.

The reporting period of this Report is from January 1, 2021 to December 31, 2021 [this year]. To enhance the comparability and completeness of the Report, the reporting period for part of the content is appropriately extended forward or backward.

The source of information and cases within this Report were mainly derived from the Company's statistical reports, relevant documents and internal communication documents in 2021. The Company undertakes that there are no false records or misleading statements in this Report, and takes responsibility for the authenticity, accuracy and completeness of the information in this Report.

This Report is published and available in both traditional Chinese and English. If there is any discrepancy between the texts, the Chinese version shall prevail for all purposes.

#### 4. Key Performance Indicators<sup>8</sup>

#### 4.1 Key Performance Indicators — Environmental

Based on our current operations, our resource and energy consumption and pollutant discharge mainly take place in the areas as follows: office parks, direct-operated Mi Homes in mainland China, the Yizhuang Smart Factory, self-operated warehouses, and self-operated data center. Our environmental performance in 2021 is summarized as follows.

Consumption		
Total Comprehensive Energy Consumption (MWh)10	144,626.56	118,397.58
Direct Energy Consumption (MWh)	8,691.42	5,586.69
Indirect Energy Consumption (MWh)	135,935.14	112,810.89
Total GHG Emissions (Scope 1 and Scope 2) (metric tons)11	82,820.16	66,481.29
Direct GHG Emissions (Scope 1) (metric tons)	9,096.95	8,402.12
Indirect GHG Emissions (Scope 2) (metric tons)	73,723.21	58,079.17
Total Water Consumption (metric tons) <sup>12</sup>	463,663.00	303,132.92
Running Water Consumption [metric tons]	329,572.00	187,339.02
Reclaimed Water Consumption (metric tons)	134,091.00	115,793.90
Non-hazardous Waste (metric tons)	6,328.88	4,661.03
Hazardous Waste (metric tons)	2.50	0.3
Total Packaging Materials used for		
Finished Products (metric tons)13	51,172.55	46,808.15

<sup>8</sup> Numbers and percentage ligures have been subject to rounding. Any discrepancy between the total and the sum of the amounts listed is due to rounding.

We work relatednessity to improve the data quality in completeness, consistency and accuracy. In accordance with the requerements of 1501464-12018 Specification with Guidance at the Organization Level for Quantification and Repensing of Creations Gas Emissions and Removals, we made revisions on our 2000 encommental data lenergy and GHGI. The revisions include additions of data term the Yshangs Smart Factory, self-parated warnhouse, assistilie diffess in maintaid China, and diffess in India, as well as generation-related lugitive emissions. Where applicable, we also selected emission factors from local sources over international references for GHG emission calculation for the purpose of higher precision.

- <sup>10</sup> The total comprehensive energy consumption was calculated based on the consumption of purchased electricity, purchased haid, natural gas and desela, and the conversion factors from General Rules of the Calculation of the Comprehensive Energy Consumption (DBCT 288-7202); a national standard in the People's Republic of China. Direct energy consumption includes those from natural gas and desels for corporate segretion. Indirect energy consumption includes the for corporate operation.
- 17 The water used by the Group includes running water and reclaimed water from the city water supply.
- <sup>10</sup> The total amount of packaging materials used for linished products includes those used by Xiaomi's smartphones, smart TVs, and smart hardware products.

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<b>温室气体排放</b> 核查声明	核查	
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2021 Greenhouse gas emission data are verified by British Standards Institution (BSI)

#### **Environmental Targets**





Energy The energy consumption per capita of self-operated office parks will be reduced by 5% in 2026, against the 2020 level. Greenhouse Gas ("GHG")

The GHG emissions per capita of our self-operated office parks will be reduced by 4.5% in 2026, against the 2020 level.

Water Water consumption per capita of self-operated office parks will be no higher than that of 2020 level. Non-hazardous wastes from self-operated office parks are separately managed by categorization. All hazardous wastes are handled by qualified third-party organizations.

Waste

#### Giving back to Our Community





#### Earthquake Early Warning Function Launched in Indonesia





Earthquake Early Warning ("EEW")

Immediately notify users of the seismic intensity and the location of the earthquake when it occurs nearby, if the feature is turned on

Preserve life-saving time for affected residents to make the most effective protective measures

Committed to public preventative measures in areas of natural disasters with technology advancement and accessibility improvement





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